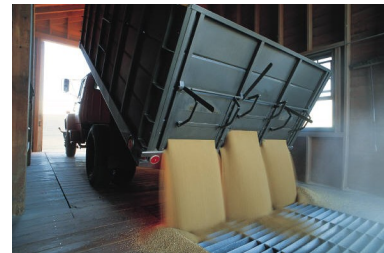
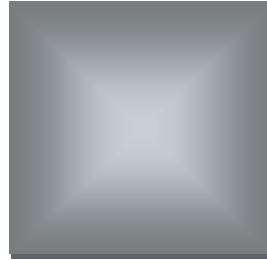


2020 IOWA INDUSTRY PROFILE

WHOLESALE TRADE

IOWA WORKFORCE DEVELOPMENT



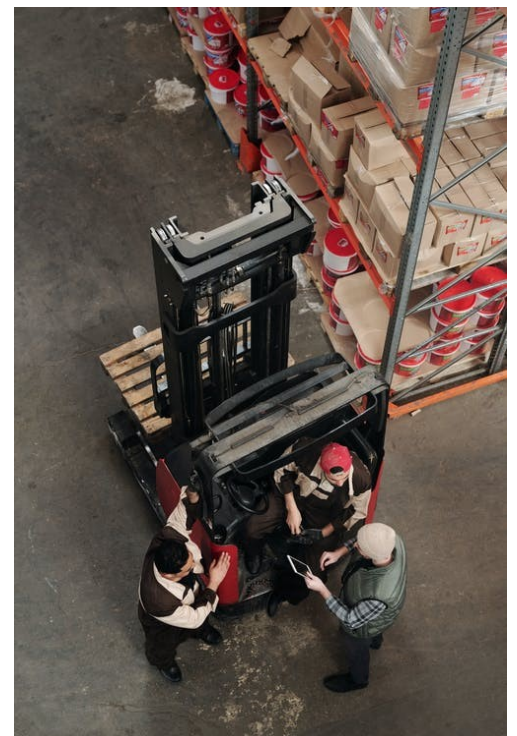
Executive Summary

In 2019, the **Wholesale Trade** sector comprised 4.3 percent of all public and private sector employment in Iowa, employing 66,237 workers with an average annual wage of \$67,044. This wage was 37.7 percent higher than the statewide average of \$48,672 for all industries. Over the last decade from 2010 to 2019 wages have increased each year

However, employment in this industry has shown both gains and losses over the same period. Employment has dropped every year from 69,296 employees in 2013 to 66,160 employees in 2018, but in 2019 increased to 66,237 employees, which is only a 0.1 percent increase. All told, the sector has gained 174 jobs (0.3 percent) from 2010 through 2019.

Employment in this sector tends to be higher in counties in the northern half of the state due to a higher number of grain elevators and greater ethanol production.

Men hold a strong majority of the jobs in this industry, making up 76.1 percent of wholesale trade employment in 2019.





WHOLESALE TRADE IOWA INDUSTRY PROFILE

What is Wholesale Trade?

The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.

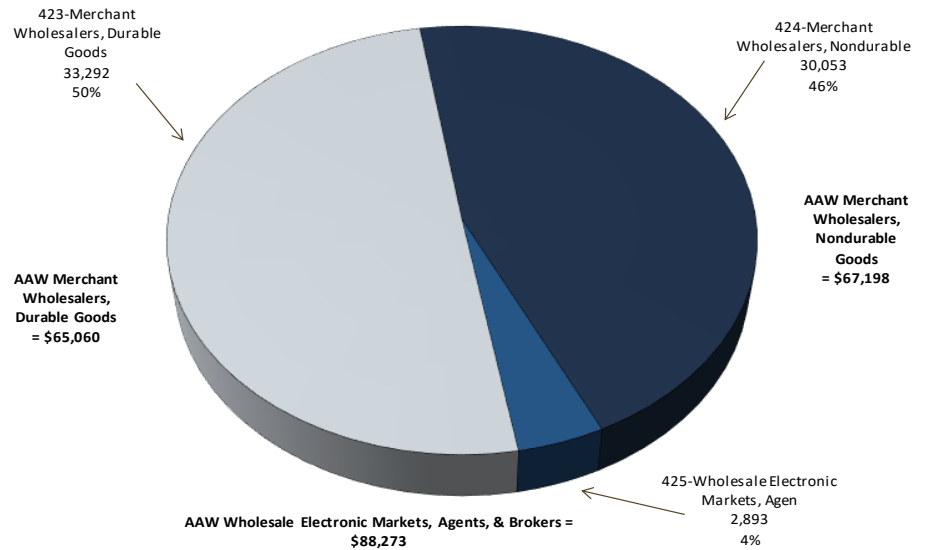
The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable non-consumer goods, and (c) raw and intermediate materials and supplies used in production.

Source: www.bls.gov/cew/bls_naics/bls_naics_app.htm

2019 Industry Breakout by Employment in Iowa

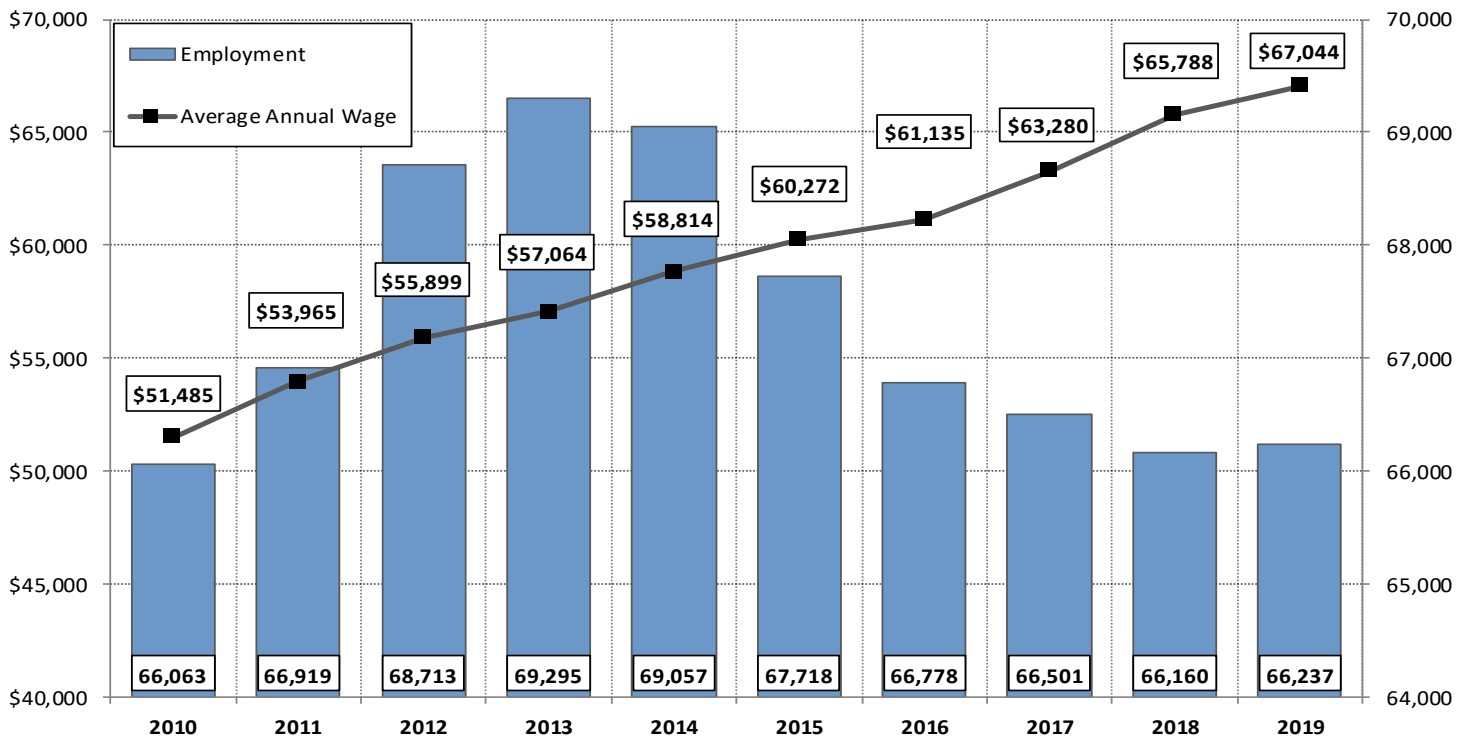
Wholesale Trade NAICS Industry Coding

Percentage Employed and Average Annual Wage by Subsector



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

2010–2019 Employment in Wholesale Trade in Iowa



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

WHOLESALE TRADE IOWA INDUSTRY PROFILE



Top Occupations in Wholesale Trade	Employment
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific	9,915
Laborers and Freight, Stock, and Material Movers, Hand	4,865
Heavy and Tractor-Trailer Truck Drivers	4,804
Office Clerks, General	2,841
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Product	2,089
Light Truck or Delivery Services Drivers	2,017
Stock Clerks and Order Fillers	1,987
Customer Service Representatives	1,851
Bookkeeping, Accounting, and Auditing Clerks	1,552
Shipping, Receiving, and Traffic Clerks	1,537
Sales and Related Workers, All Other	1,493
Packers and Packagers, Hand	1,352
Parts Salespersons	1,350
Agricultural Equipment Operators	1,294
First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft	949
Farm Equipment Mechanics and Service Technicians	898
First-Line Supervisors of Non-Retail Sales Workers	838
Sales Managers	764
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	740
Driver/Sales Workers	721

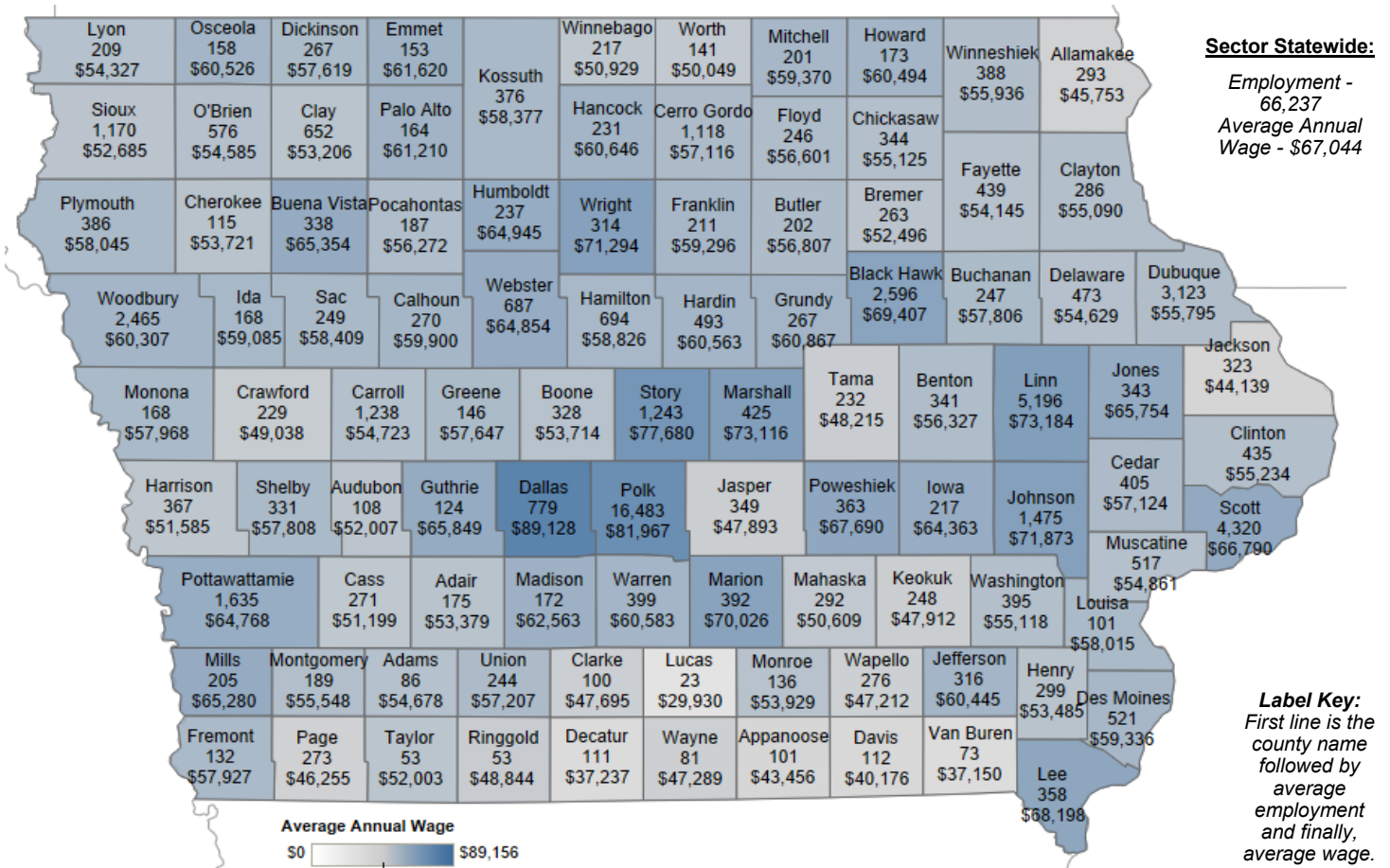
Source: Iowa Workforce Development, Labor Market Information Industry and Occupational Projections (2018-2028 Long-Term Projections)

Establishment Facts:

In 2019, there were 7,646 establishments in the **Wholesale Trade** industry across Iowa. **Durable good wholesalers** had the most locations in Iowa, with 3,565. **Nondurable good wholesalers** was second with 2,913 locations. Finally, **Electronic market and agent broker wholesalers**, had 1,168 establishments statewide.

The top **Wholesale Trade** occupational projections are listed in the left hand table. Wholesale & Manufacturing sale representatives with 9,915 jobs ranks first among all occupations.

2019 Covered Employment in Wholesale Trade by County



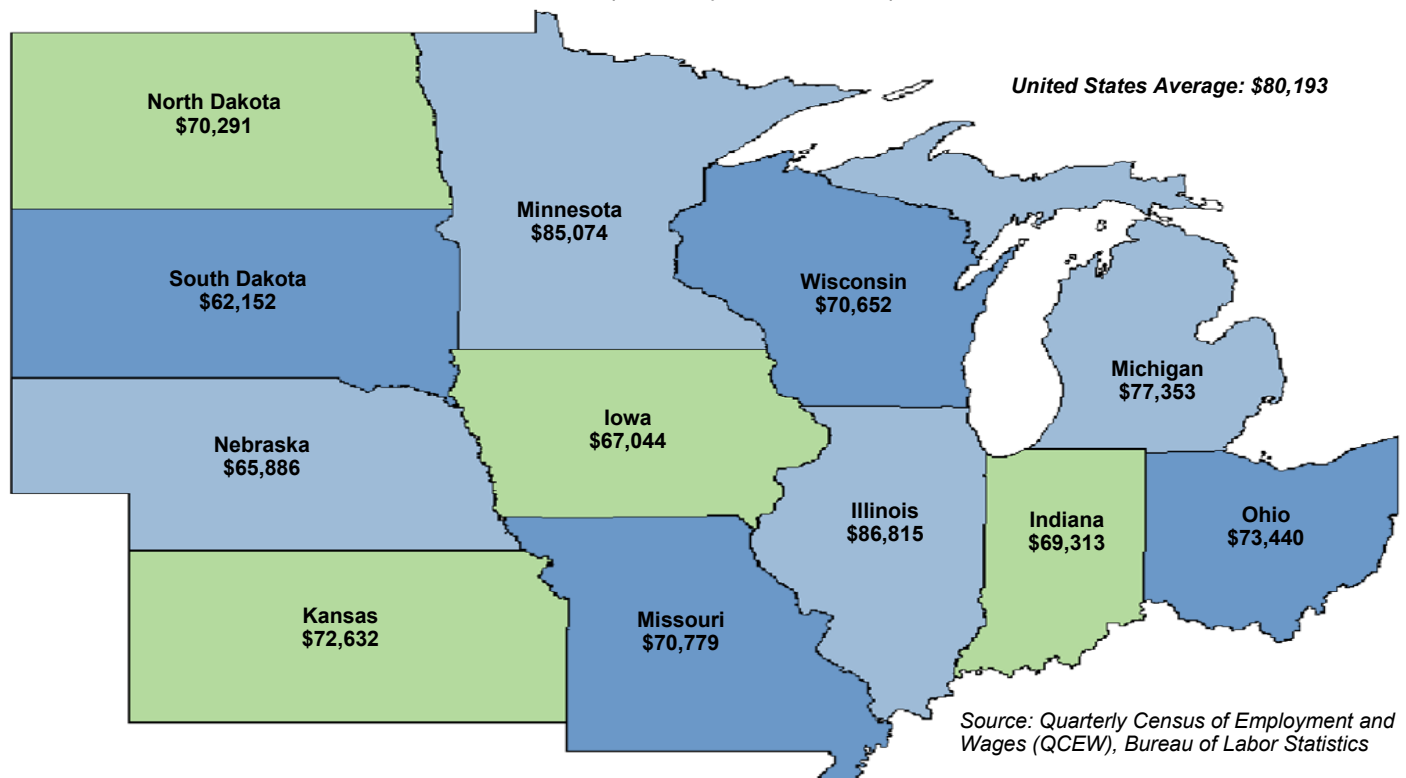
Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development



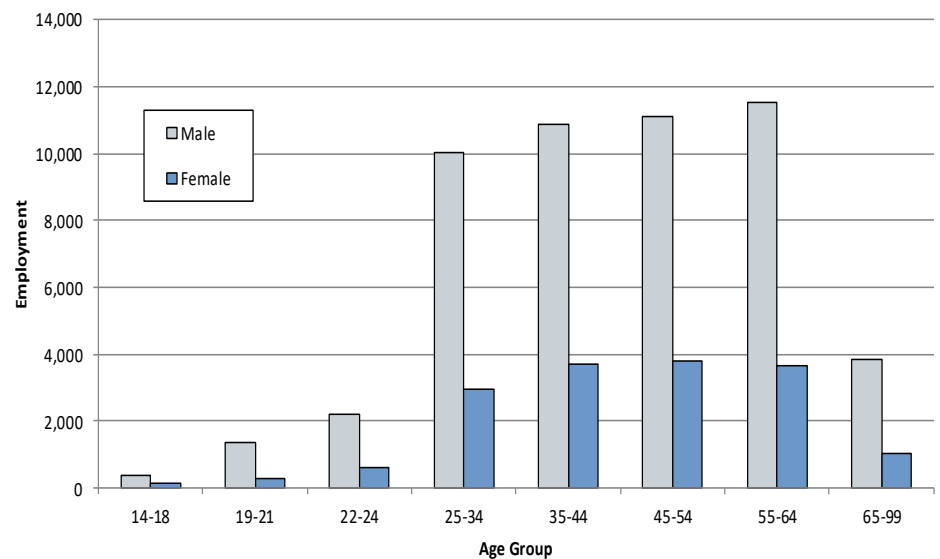
WHOLESALE TRADE IOWA INDUSTRY PROFILE

2019 Average Annual Wage for Covered Employment in Retail Trade

State Comparisons by Private Ownership



Industry Distribution by Age and Gender, 2nd Quarter 2019



Source: Local Employment Dynamics, Iowa Workforce Development and U.S. Census Bureau
<https://lehd.ces.census.gov/>

Contact Information

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